

Accountable Provider Organization (APO) Partnership *Delivers Quality and Cost-Effective Care*

Overview

In 2016, Florida Cancer Specialists & Research Institute partnered with Florida Blue to evolve their Accountable Provider Organization (APO) program, to improve quality and financial outcomes for members utilizing a value-driven framework with an opportunity for shared

savings and to strengthen the existing partnership. At the time, Florida Blue's value-based oncology program had been achieving gradual progress, working with only a handful of providers and hospitals in the state for oncology care payment innovation.

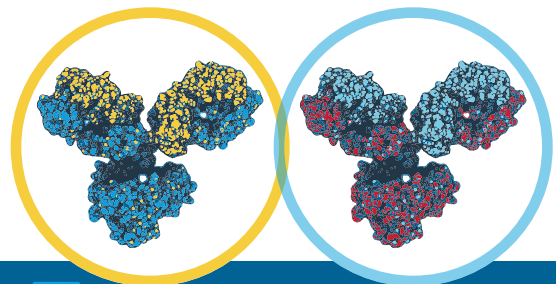


By initiating a collaboration with FCS, Florida Blue now had the ability to expand their commercial oncology model to the largest community oncology provider in Florida where approximately 3,300 members are enrolled annually.

Approach

Florida Blue worked closely with FCS to define an appropriate attribution model, identifying patients receiving care for breast, colorectal, lung, lymphatic and hematopoietic tissue (except Acute Lymphocytic Leukemia, Acute Myeloid Leukemia) as the key cancers covered. Providers shared accountability in quality measurements, which included reduction in hospitalizations after ED visits, clinical staging diagnosis prior to receiving treatment, use of prescription aromatase inhibitor for a specific group of breast cancer patients, and administration of a pain screenings while tracking against the total cost of care per member per month (PMPM). To achieve shared savings while providing high quality care over the initial four-year period; FCS' population costs needed to be below the total cost of care trend target.

FCS was already making strides to add full care management functionality to the practice through parallel value-based efforts in The Centers for Medicare and Medicaid Innovation (CMMI) Oncology Care Model.



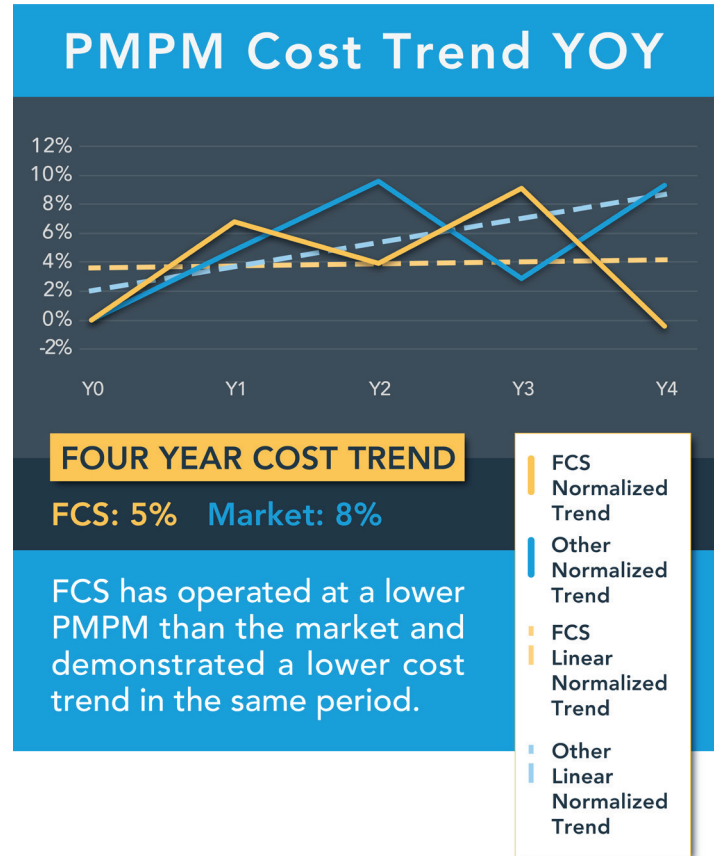
FCS pioneered the use of biosimilar drugs

This team of individuals was critical for addressing patient experience quality measures including education, 24/7 responsiveness, and care plan management. Additionally, FCS pioneered the use of biosimilar drugs, clinical equivalents of brand-recognizable pharmaceuticals to drive down the cost of care.

Results

Over the course of the first four years of the program, FCS achieved substantial shared savings when compared when compared against “the Market” PMPM, demonstrating their consistent ability to provide care at a lower cost while providing high quality care to patients. The fourth year proved to be the most successful for FCS during this initial participation period, where total health care costs were 18% lower than the market, much to the dexterity of their multi-faceted approach of applying care management, advanced analytics and highly effective and cost-effective formulary i.e. Biosimilars. With all cylinders firing, the program really began to take off. Additionally, when it came to ED utilization, FCS set the bar in decreasing visits, which were down 22.9% in year four, compared to “the market” which was down 5.4%. And for additional quality and clinical staging measures, FCS surpassed each threshold.

These results led FCS and Florida blue to renew their partnership in following the initial four-year period for a three-year term looking at the cumulative trend over multiple years to improve consistency and reduce volatility in cyclical trends.



Measure	Threshold	Avg. Score YOY
Patients that received clinical staging information prior to receiving treatment	90%	91.5%
Female patients aged 18 years and older with Stage I (T1b) through IIIC, ER or PR positive breast cancer who were prescribed aromatase a (AI) during the six-month measurement period	80%	85.3%
Patients that received a pain screening using a qualified pain scale	90%	96.1%

Conclusion

By partnering together, both FCS and Florida Blue were able to enhance their value-based care models for oncology. Using FCS’s patient base, the largest percentage of community oncology patients in the state, Florida Blue was able to evaluate the impact of their value-based initiatives at scale. During the first four years, program performance results depicted substantial cost savings by executing key quality measures. FCS and Florida Blue continue to cultivate their partnership. They plan to evolve the program through a continual focus on high-quality, cost-effective, comprehensive care, ultimately leading to favorable outcomes for the patient.